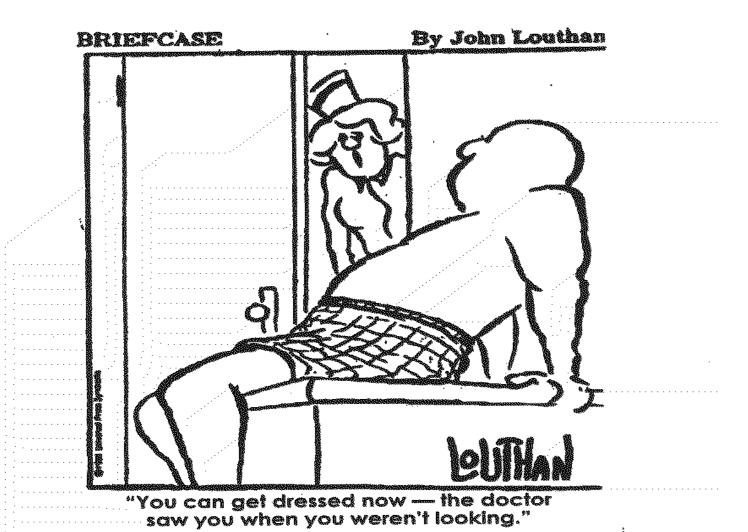
Medical Device Use in the Home The Users' Perspective May 24, 2010

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Equipment Can Give Life and Bring Quality to Life

 Christopher Reeve wouldn't have survived after his accident without the equipment that helped him breath for eight years

"I drive a Mercedes Dodge"



What Characterizes Equipment

- Simple as a transfer belt
- Complex as a computer driven infusion pump or ventilator
- Manual, hydraulic, electric
- Multiple interconnected parts
- Maintenance free or requires regular maintenance



It's About Communications

- Know your audience and target market
- Who is going to use and/or operate your products?
- What is their profile?
 - Physical
 - Emotional
 - Cognitive situation
 - Demographics
 - Their comfort with computers



It's About Communications

- What kind of training will the user need?
- Who is going to provide it?
- How are you going to know they are using it correctly?
- How will you deal with consumer problems?



Who Needs Equipment?

- There are 40 50 million Americans with disabilities
- Medicare's beneficiaries
 - 16% (7 million people) are under 65
 - 12% are over 85
- Boomers start turning 65 next year



Who Cares for and Assists Persons with Chronic Conditions and Disabilities?

- Most people with chronic conditions or disabilities reside in the community
- Family caregivers provide 80% of all LTC services
- The use of paid help among family caregivers has declined in recent years.
 - From 41% 35% between '04 and '09



About Family Caregivers

- Multiple responsibilities and no time for themselves
- Majority are women 60%
- Majority are working 73% have been employed at some point while caregiving
- Extreme stress levels
- Health problems of their own, especially major depression
- Premature aging as much as 10 years
- Reticent to ask for help
- We are not trained



You Can't Make This Stuff Up

Eve and the broken Hoyer lift

 Martha and the computer driven feeding tube



Design with a KISS

- Think i-phone and i-pad intuitive, easy
- Think big buttons/easy to turn knobs, uncluttered face, etc.
- No small print please
- Build in a confidence-building feedback loop – signposts along the way for the user



Recommendations for the FDA and Industry

- Nothing about me without me
 - Establish patient and family caregiver review panels
- Know your users
 - Age, physical situation, emotions, education
- KISS
- Instructions should be graphic as well as narrative with assurances along the way
- High quality customer service is critical



A Caregiver's Poem

A wheelchair can be many things

It depends on your point of view



Thank You

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